



U.S. General Services Administration



2003 HARDWARE SUPERSTORE the Next Generation

What's New in Hardware SuperStore



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REMEMBER STS-107 – SPACE SHUTTLE COLUMBIA



Commander Rick Husband

Pilot William McCool

Mission Specialists

David Brown, Laurel Clark, Kalpana Chawla, Michael Anderson

Payload Specialist Ilan Ramon (from the Israel Space Agency)

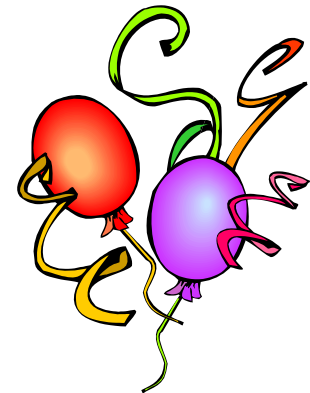


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WE'VE BEEN THERE TOGETHER

- ✓ Hardware SuperStore Industry Forum (2000)
- ✓ Happy Birthday Hardware SuperStore (2001)
- ✓ The Information Exchange (2002)
- ✓ HSS – The Next Generation (2003)





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GSA

You Helped FSS Become
the World's Largest Supplier

GSA



US Army Corps
of Engineers

**With projected FY03 MAS sales at
\$26 billion, FSS offers the
US Government & Armed Forces
more products and services than
any commercial enterprise
in the world!**





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**The
HARDWARE
STORE**



**COME SEE WHAT
WE HAVE IN
STORE FOR YOU!**

**FY00-01-02-03
SALES
\$468,268,242**

BIG SUPPLY CO
CAMERON & BARKLEY
CENTRAL MAINTENANCE SUPPLY
CHROME INDUSTRIES CORPORATION
CHRYSLER FINANCIAL
DK ENTERPRISE INC
DIVERSE HOLDINGS INCORPORATED
DUNCAN EQUIPMENT COMPANY
FASTENAL COMPANY
FRANKS EQUIPMENT COMPANY
GALFA PAINTS
J&M MECHANICAL
JENSEN
KEYSTONE MANUFACTURING
MPC COMPANY
SHAWHORN INDUSTRIES
LAWSON PRODUCTS
LONG-LEWIS INC
MAINTENANCE HOUSE AMERICA
MSI INDUSTRIAL PROJECT CO INC
NATIONAL PLUMBING SALES
NORTHWESTERN TOOL CO
NOVA SALES COMPANY
STANLEY CORPORATION
ELECTROM INTERNATIONAL CORPORATION
THE STANLEY WORKS
STATE INDUSTRIAL PRODUCTS CORPORATION
STRATIGIC COATINGS CORPORATION
SUPERIOR WORKSHOP TOOL COMPANY
SUPPLYCORE INC
VALLEY INDUSTRIAL PRODUCTS
W.W. GRAINGER
WILLIAMS HOME CENTER



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SHOW ME THE MONEY

**GSA HARDWARE SUPERSTORE SALES
FROM MULTIPLE AWARD SCHEDULE
FOUR YEAR TOTAL 2000-2001-2002-2003**

\$854,471,943



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**BEING GOOD AT WHAT YOU DO
IS NOT GOOD ENOUGH!
WE NEED TO BE OUT AHEAD OF THE
PACK!**





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GOOD – OLD TECHNOLOGY

MOTOROLA 550 FLIP

Weight: 10 OZ

Battery: 30 MINUTE TALK TIME

Cost: \$900.00



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BETTER – NEXT GENERATION

MOTOROLA V60

Weight: 4.3 OZ

Battery: 2.5 HR TALK TIME

Cost: \$99.00



Hardware SuperStore



Tools



Paint & Brushes



Coatings Sealants Adhesives



Appliances



Powered Tools



Tool Kits



Lawn & Garden Equipment



Wood & Metal Working Machinery





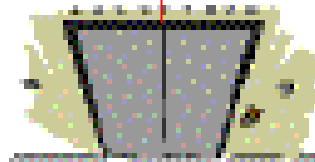
Facilities Maintenance Plus



**GROUND MAINT
TREE TRIMMING
PEST MANAGEMENT
SNOW & ICE REMOVAL**



**SURFACE PREPERATION
COATINGS APPLICATIONS
TRAINING & CONSULTATION**



**INDEPENDENT ELEVATOR INSPECTION
ELEVATOR & ESCALATOR PREVENTIVE MAINTENANCE
FIRE ALARM & SUPPRESSION SYSTEMS MAINTENANCE**



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GSA Hardware SuperStore Timeline

Jul-97	Nov-98	Feb-00	Jun-00	Oct-00	Jan-01	May-01	May-02	Oct-02
First MAS Contract	First Hardware Store Award	Painting and Grounds Maintenance Roundtable	FSS - PBS Partnership	From HAC to Hardware SuperStore	Elevator Inspection	Elevator Maintenance	Fire Alarm	Facilities Maintenance

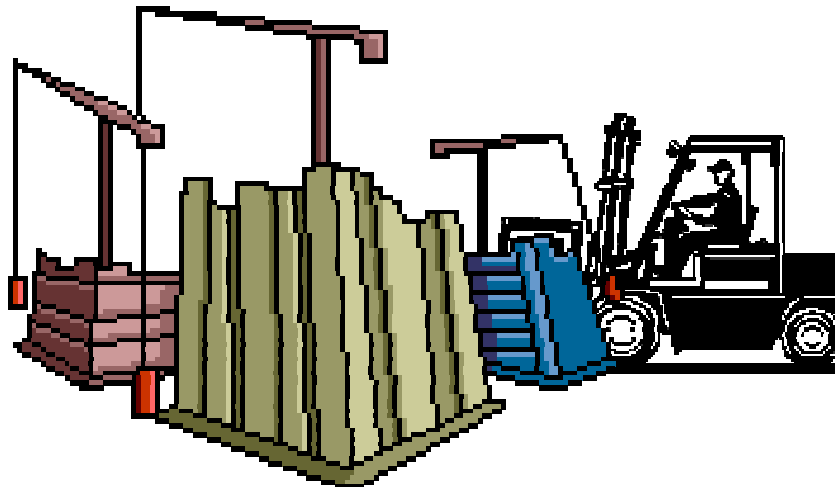




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A TECHNICAL LOOK AT WHAT IT TAKES TO BUILD A NEW SCHEDULE





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REAL PROPERTY OWNED BY THE US GOVERNMENT *(in the United States)*

ARMY	129,930	BUILDINGS
AIR FORCE	93,725	BUILDINGS
NAVY	84,530	BUILDINGS
INTERIOR	35,069	BUILDINGS
AGRICULTURE	20,007	BUILDINGS
ENERGY	11,260	BUILDINGS
CORPS OF ENG	9,365	BUILDINGS
VETERANS AFFAIRS	4,548	BUILDINGS
JUSTICE	3,181	BUILDINGS
NASA	3,089	BUILDINGS
GSA (PBS)	2,259	BUILDINGS
ALL AGENCIES	430,373	BUILDINGS



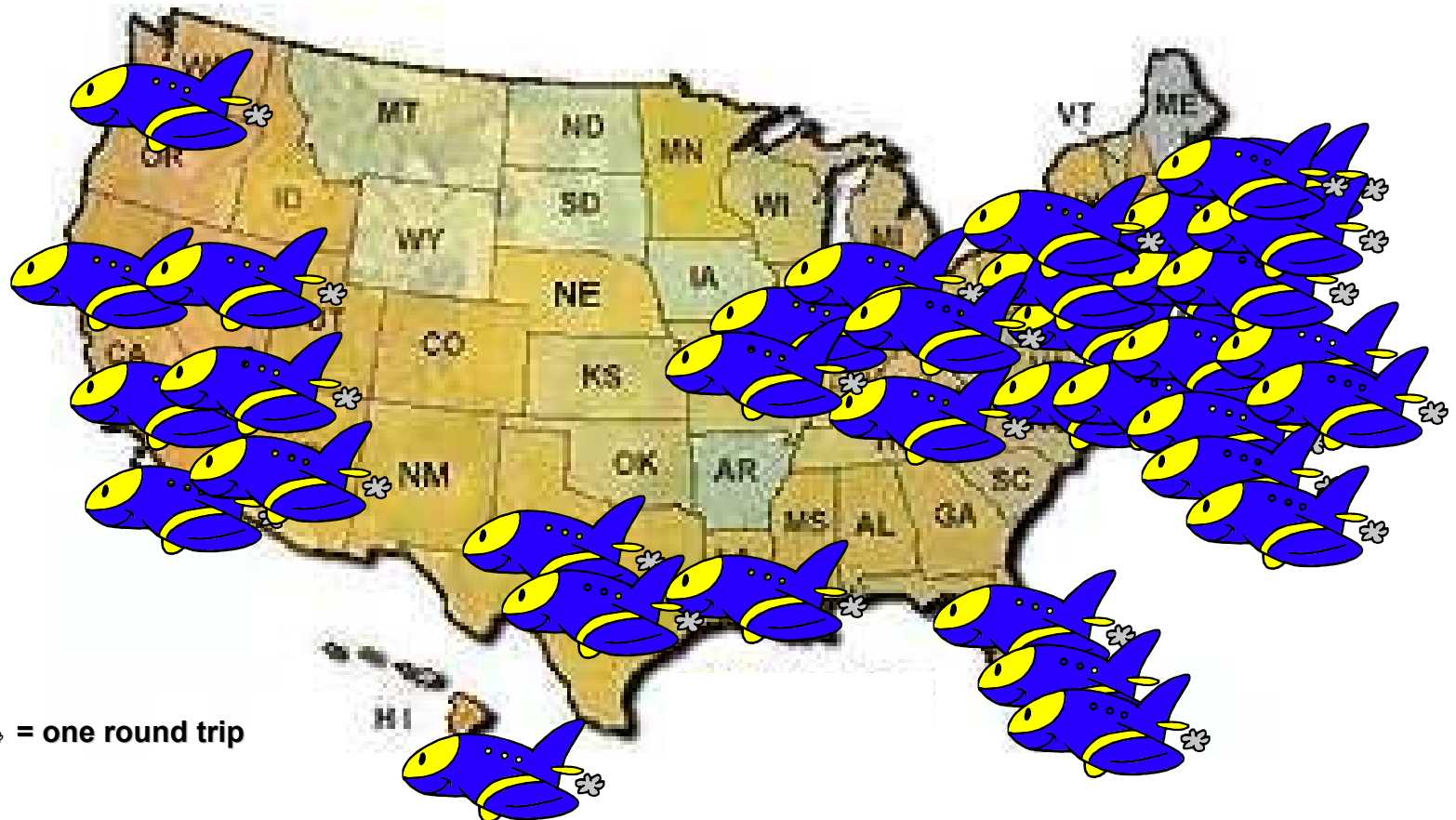


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**FY00/01 Federal purchases exceed
\$19.5 billion**

- using NAICS code 561210 for
Facilities Management Services**





Facilities Maintenance Plus



INTRODUCING OUR NEWEST SCHEDULE





PLUMBING MAINTENANCE

HEATING SYSTEMS





ELECTRICAL REPAIRS

STRUCTURAL DAMAGE

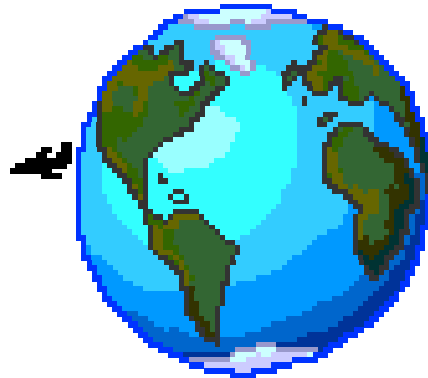




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CIRCLING THE GLOBE WITH FACILITIES MANAGEMENT SOLUTIONS



THE NEXT GENERATION HSS



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150 HOURS OF TRAINING – 900 EXHIBITS





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and....



If you can't find it here – you are just not looking HARD enough!